2022 SHRIMP TRADE STATISTICS

STATUS AND FUTURE PROSPECTS

PRODUCED BY:

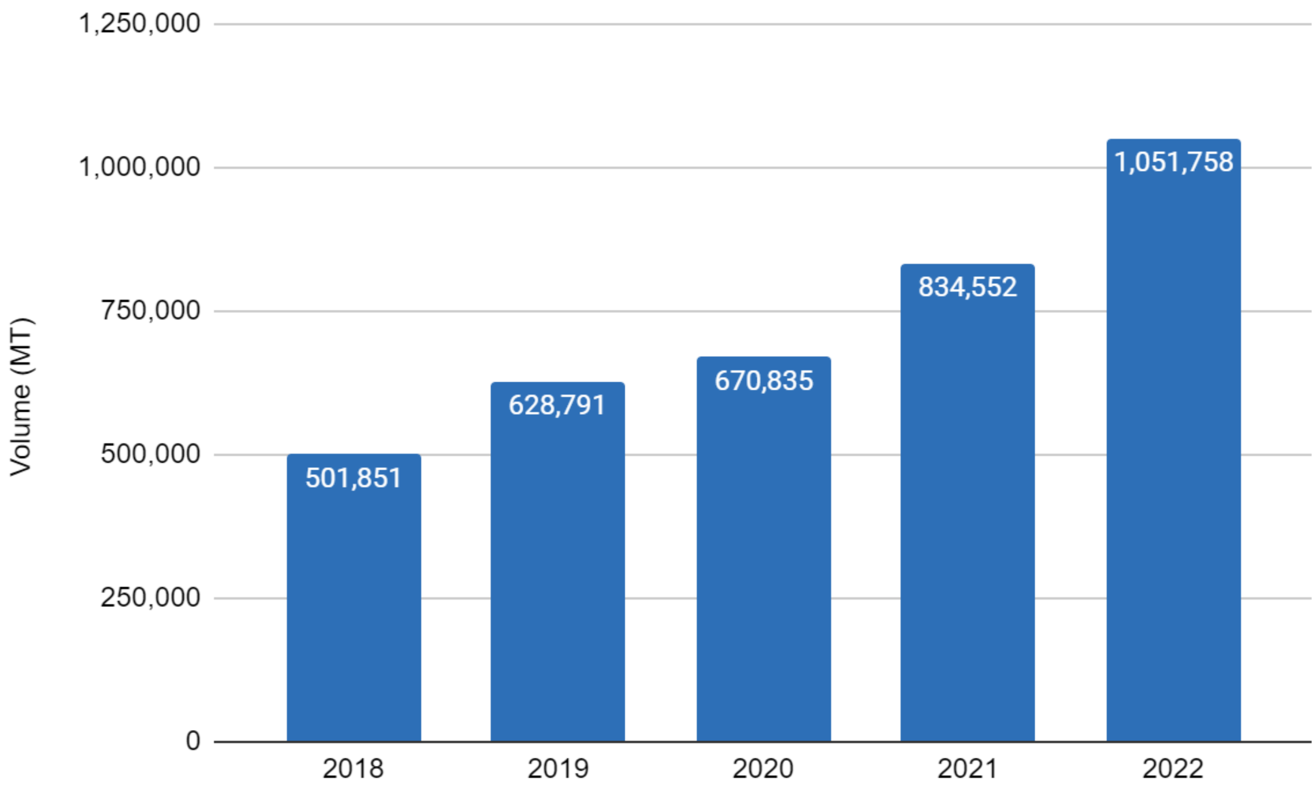
SHRIMP INSIGHTS

EXPORTS

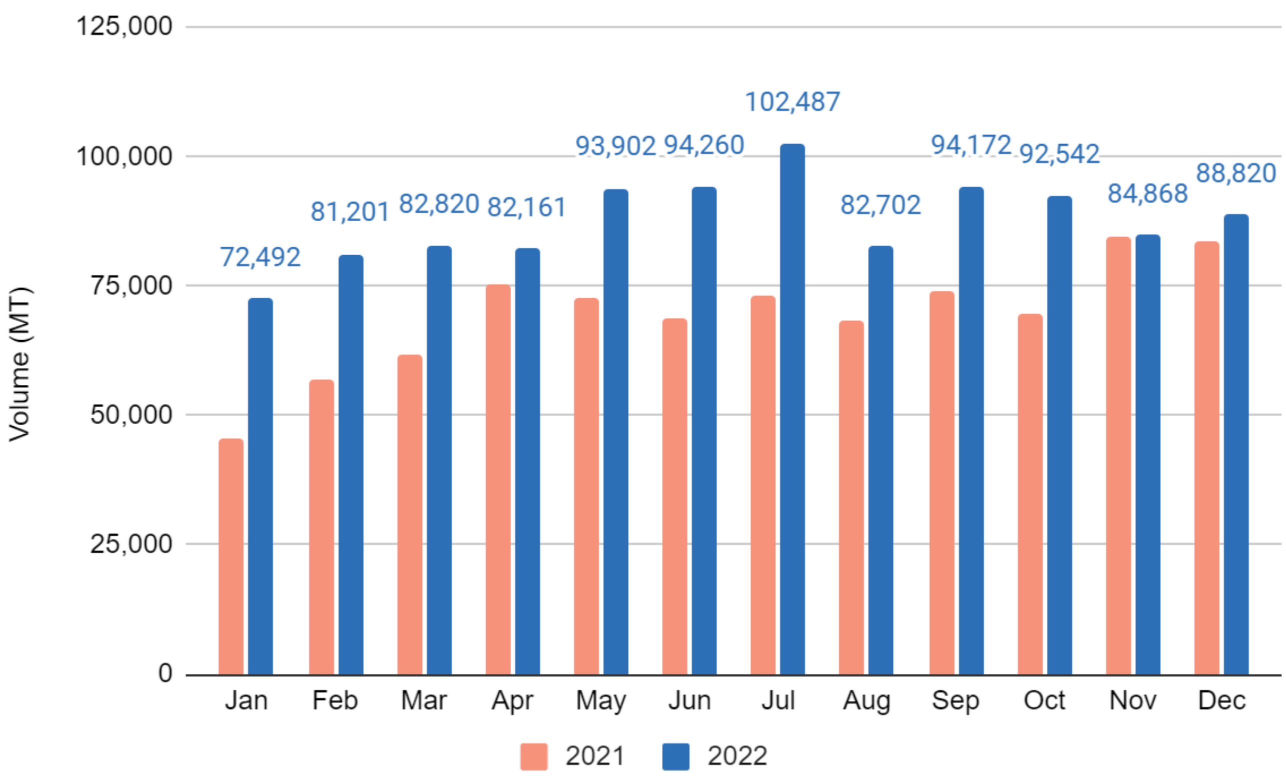
ECUADOR

(CnA)

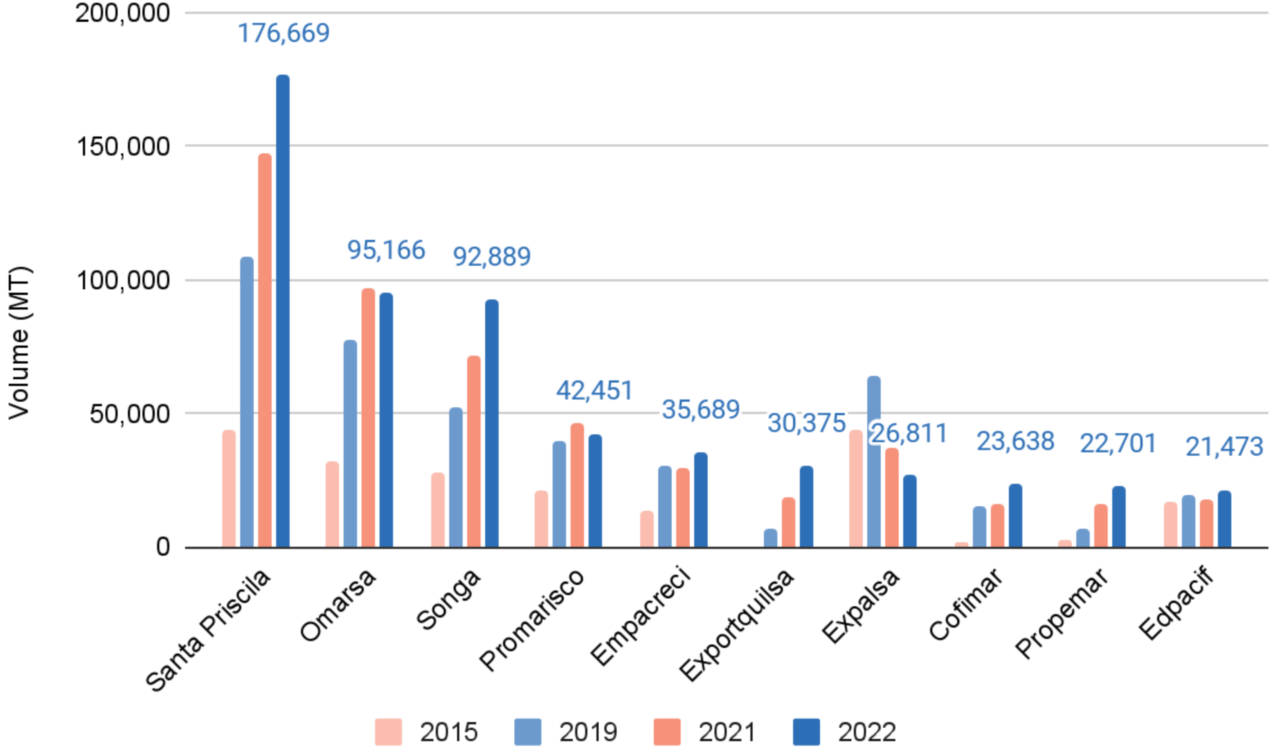
Ecuador just surpassed a 1,000,000 MT export volume in 2022. Up 26% compared to 2021.



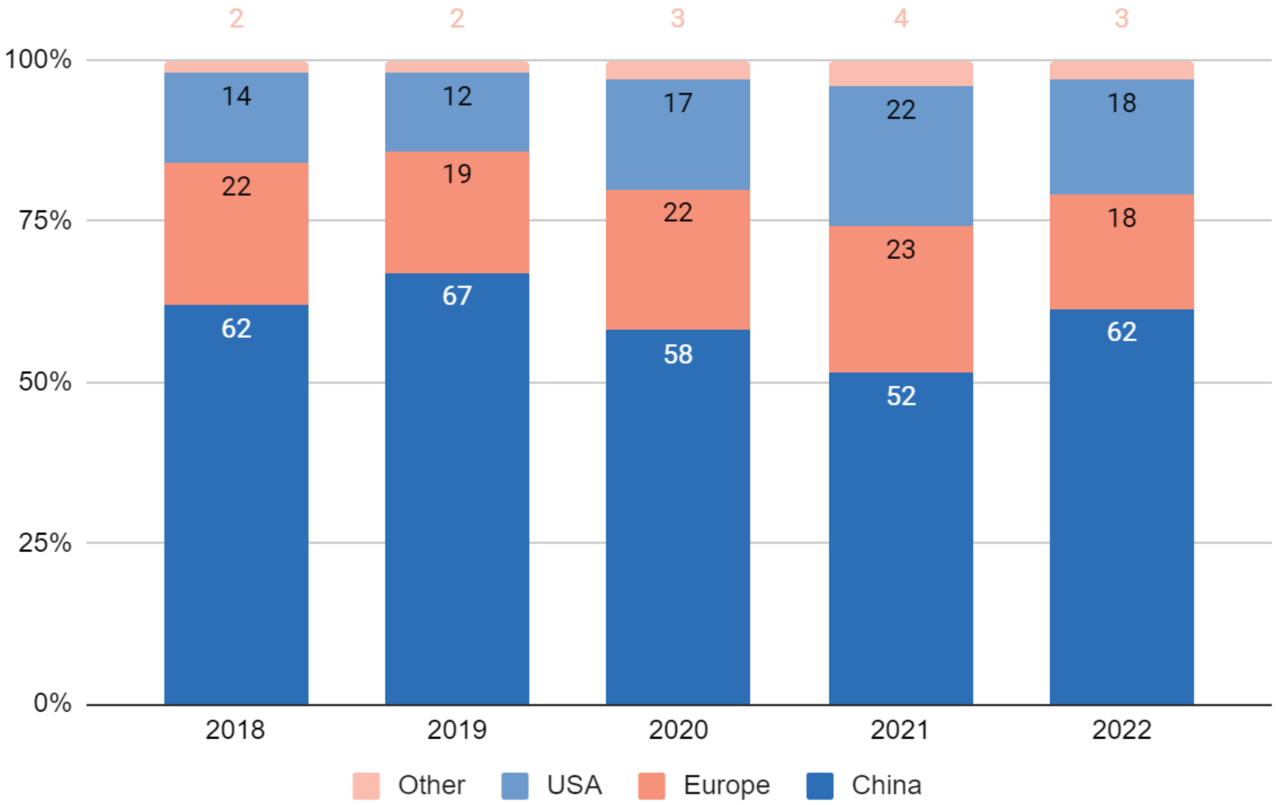
It looked like Ecuador would even set a higher record, but last two months less year on year increase



The scale that Ecuador's leading exporters are reaching is impressive. Top 10 represent 54% of total.

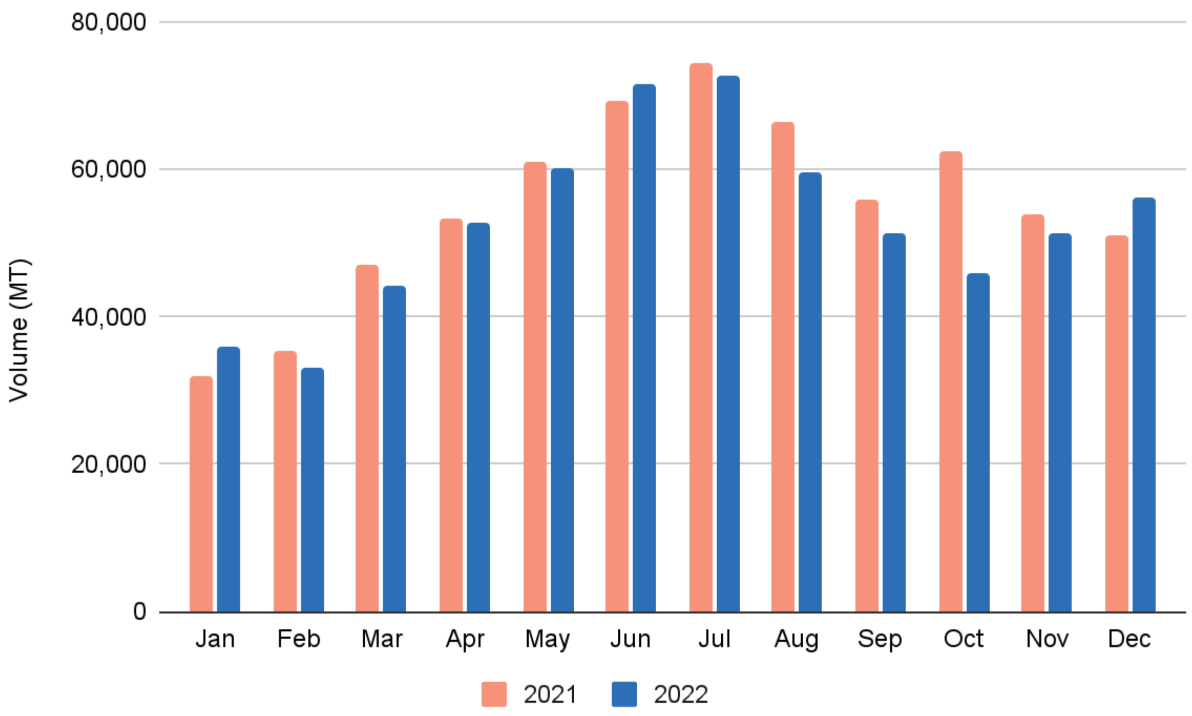


During Covid-19 less dependence on China, but what will happen now China is back?



INDIA
(Ministry of Commerce)

India's Year-Total farmed shrimp exports reached 635,000 MT, 4% below 2021

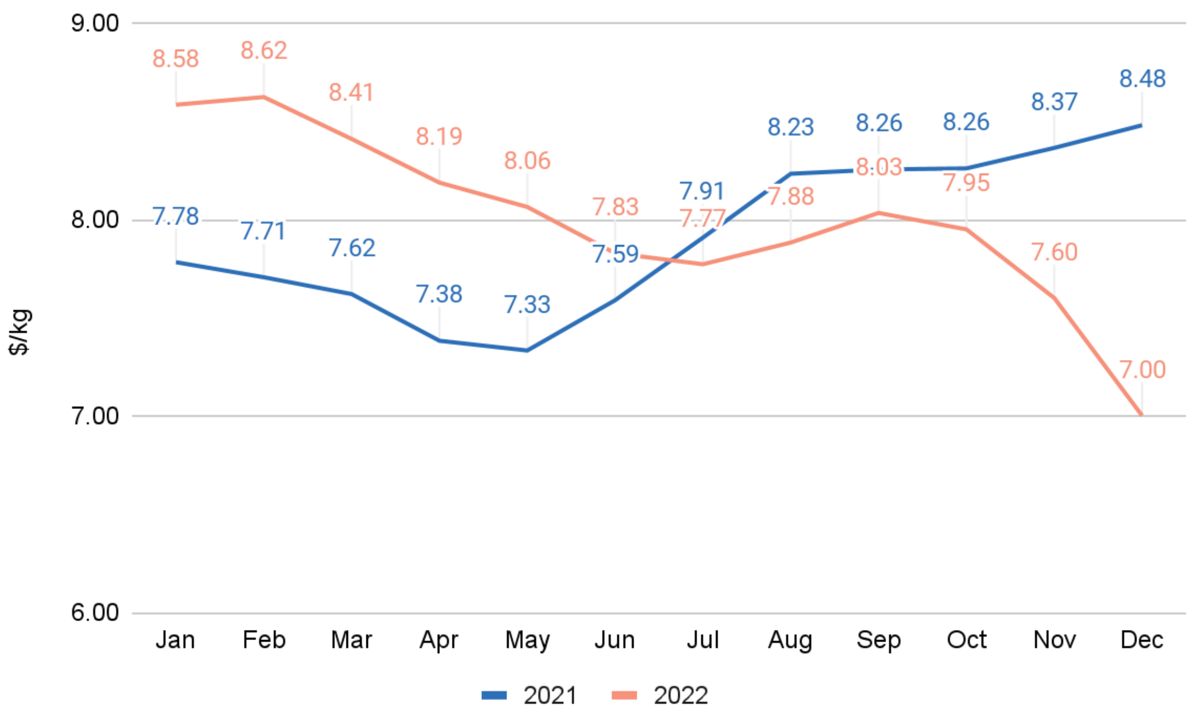


The total export volume of HS03061720/40 and HS160521/29 in 2022 reached 635,000 MT. 4% behind 2021.

Although October exports dropped significantly, the price crash in second half of 2022 did not result in a continued drop of exports. But this drop is expected in Q1 2023.

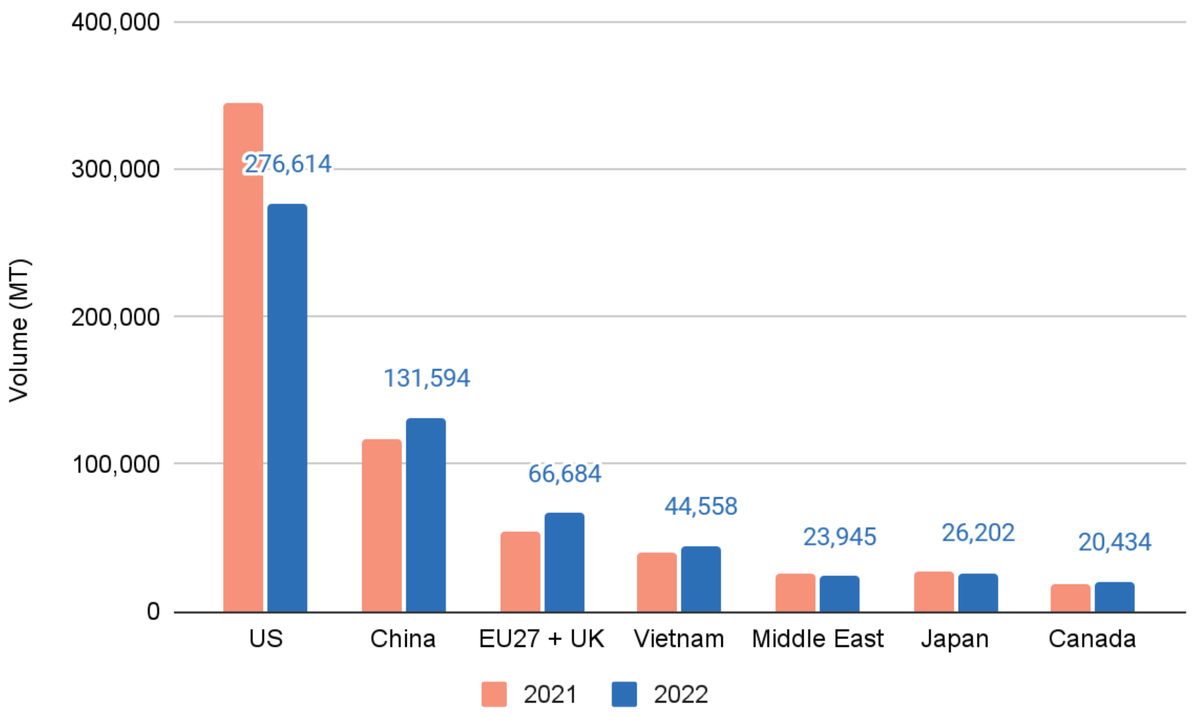
This graph excludes volumes of raw frozen wild-caught shrimp.

While the volumes did not drop back that much. The value of exports dropped rapidly end of 2022.



Prices dropped from February till July and than improved from July till September. This period probably motivated farmers to stock for the next crop. Once this crop was being harvested average prices dived from September onwards. The export value just surpassed $5 billion.

India’s exports to the US -20%, increased exports to most other countries slightly compensated for that

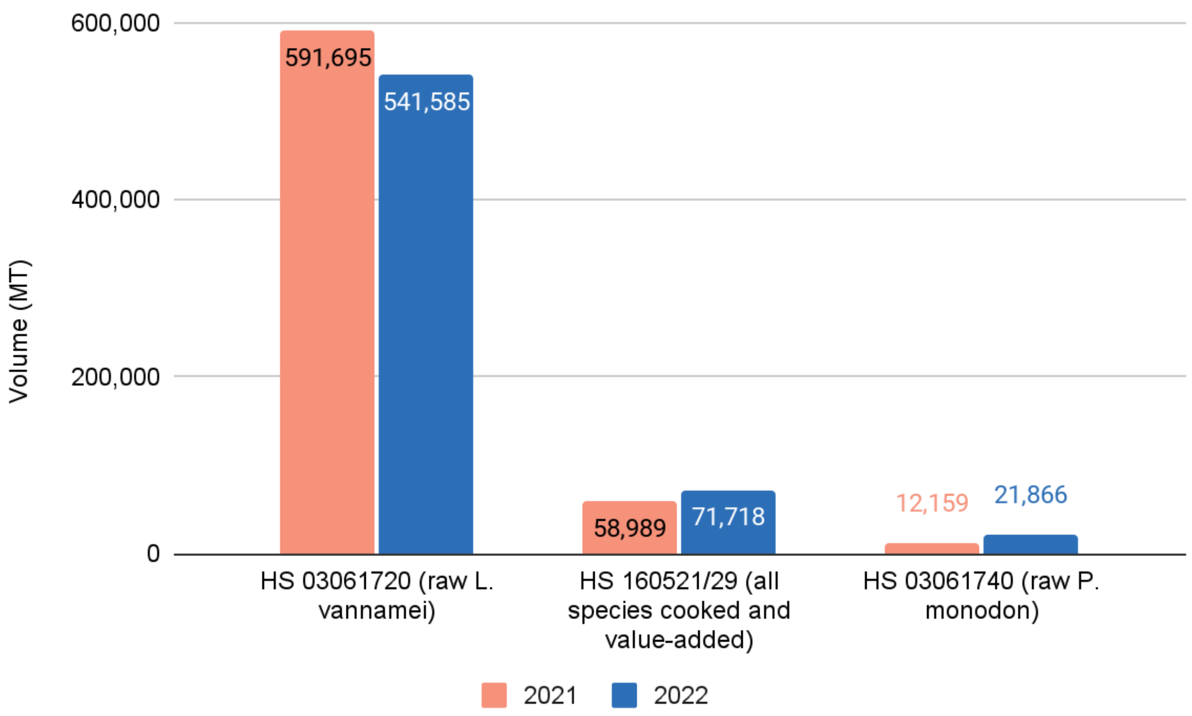


Looking at the year-total of 2022, exports to the US dropped by 20%.

Exports to other markets such as China (+12%), EU+UK (+23%), Vietnam (+12%) and Canada (+6%) compensated for the decline in exports to US.

In the meanwhile, exports to Japan and the Middle East declined as well by 5% each.

Raw vannamei was responsible for the decline, but got compensated for by value-added and monodon.

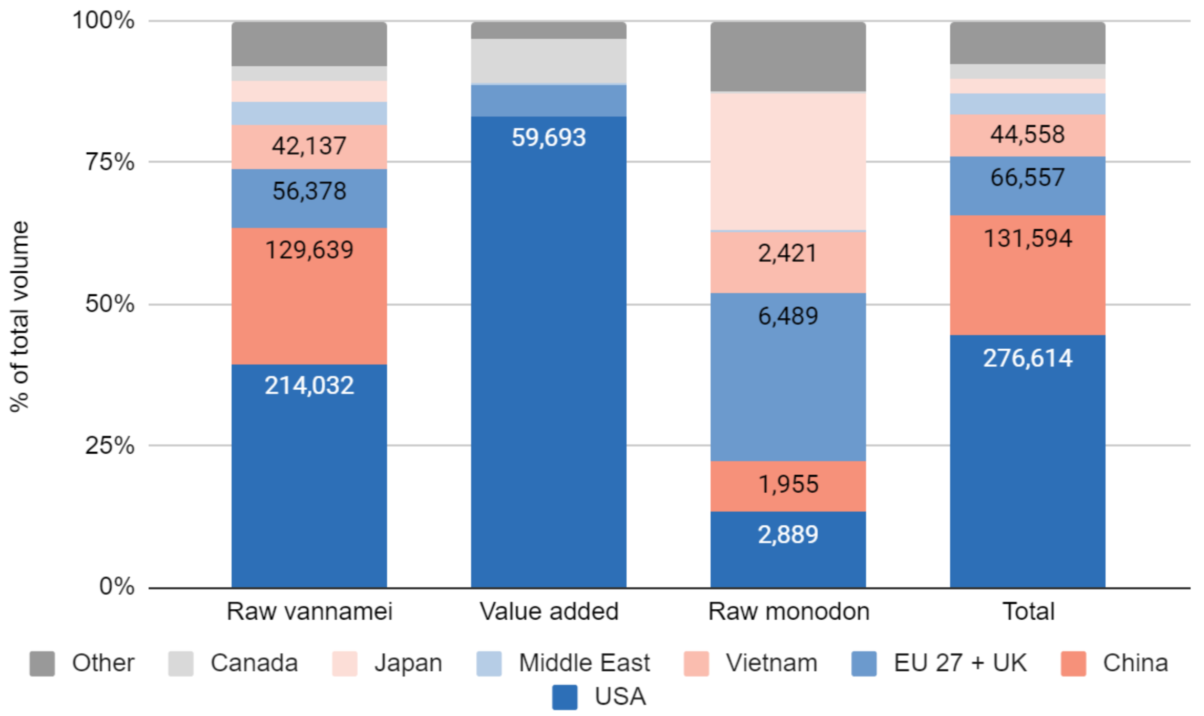


A more detailed look per HS codes reveals that especially the exports of raw frozen (HOSO, HLSO and peeled) vannamei took a hit of 8%.

Exports of value-added (mainly cooked) vannamei compensated partly for that as they increased by 22%.

Also exports of P. monodon shows a steady growth (80%), although not that much as some people may have expected.

In terms of market dependency we see opportunities in US for value-added and Europe for P. monodon



US continues to absorb most raw HLSO and peeled vannamei while China absorbs raw HLSO blocks.

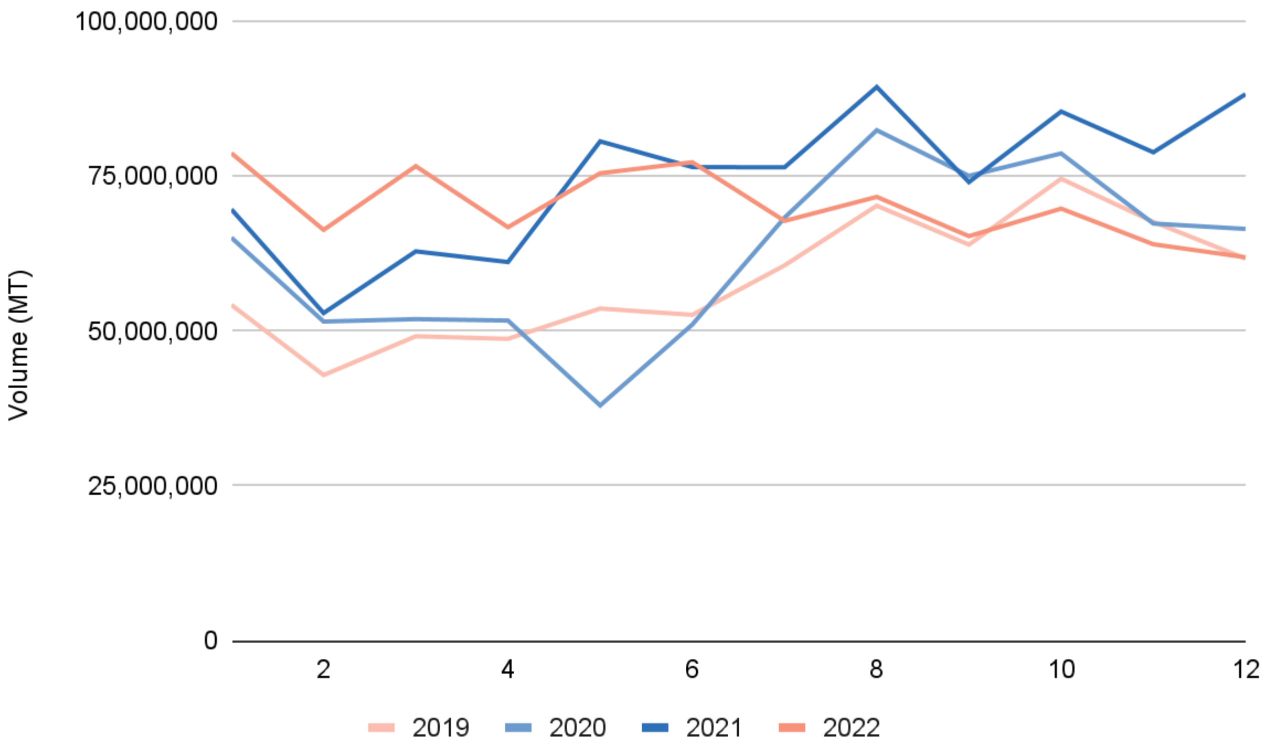
The increase in value-added products exports has been almost entirely US oriented.

Besides the traditional monodon markets, the export of P. monodon have largely been targeted towards Northern EU which has a traditional market for HLSO and PD monodon.

IMPORTS

USA
(NOAA)

The Year total shrimp imports into the US dropped to 841,000 MT, 6% below 2021.

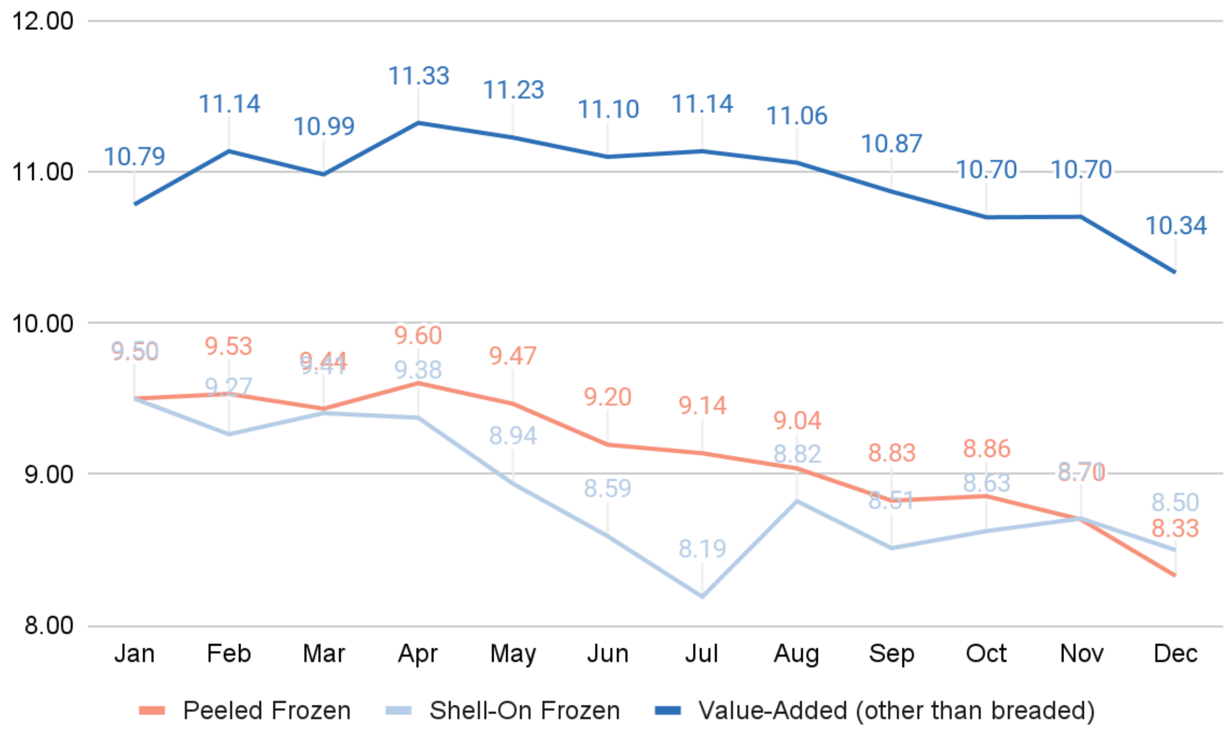


In November, 2022 year total was 780,000 MT, 3% behind 2021.

While January - April still recorded all time highs, November imports were below the three years before.

Oversupply combined with high inflation was the result of these numbers.

Oversupply situation reflected in downward price trend of imports in 2022.

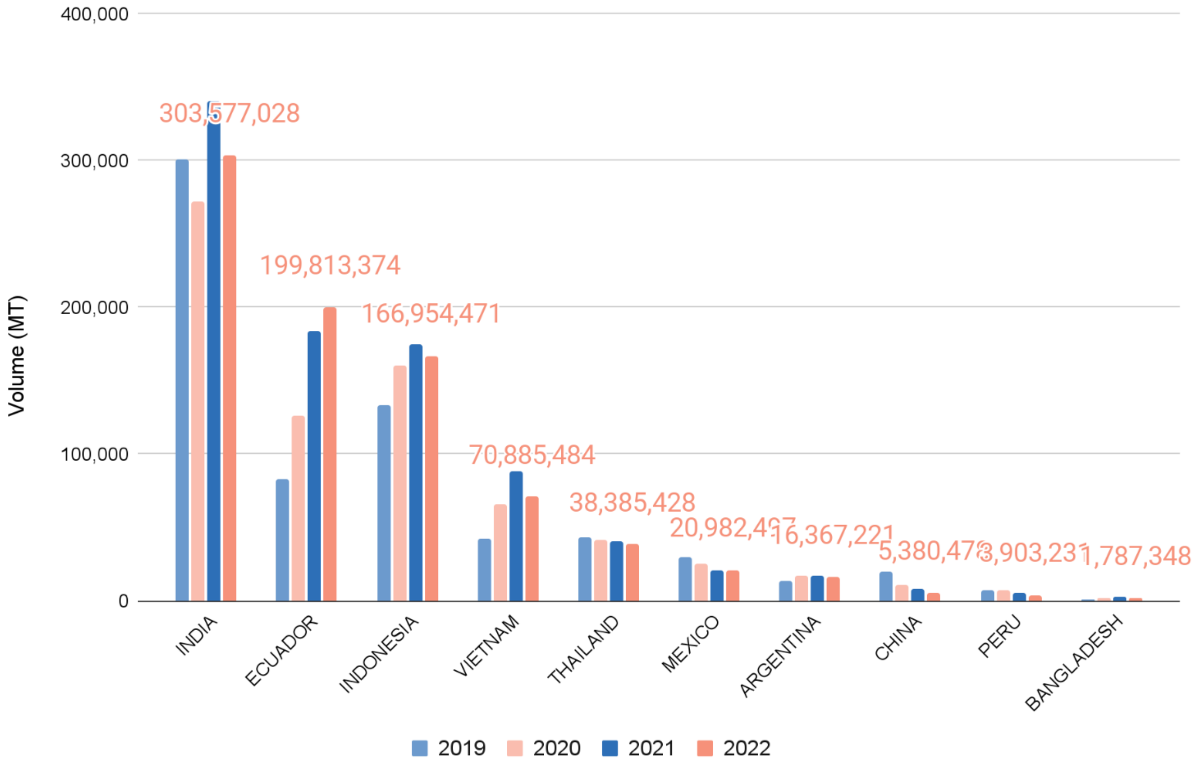


Downward price trend started in April and continues.

Average prices per kg of HLSO (mostly wholesale) dived the fastest but recovered towards end of the year.

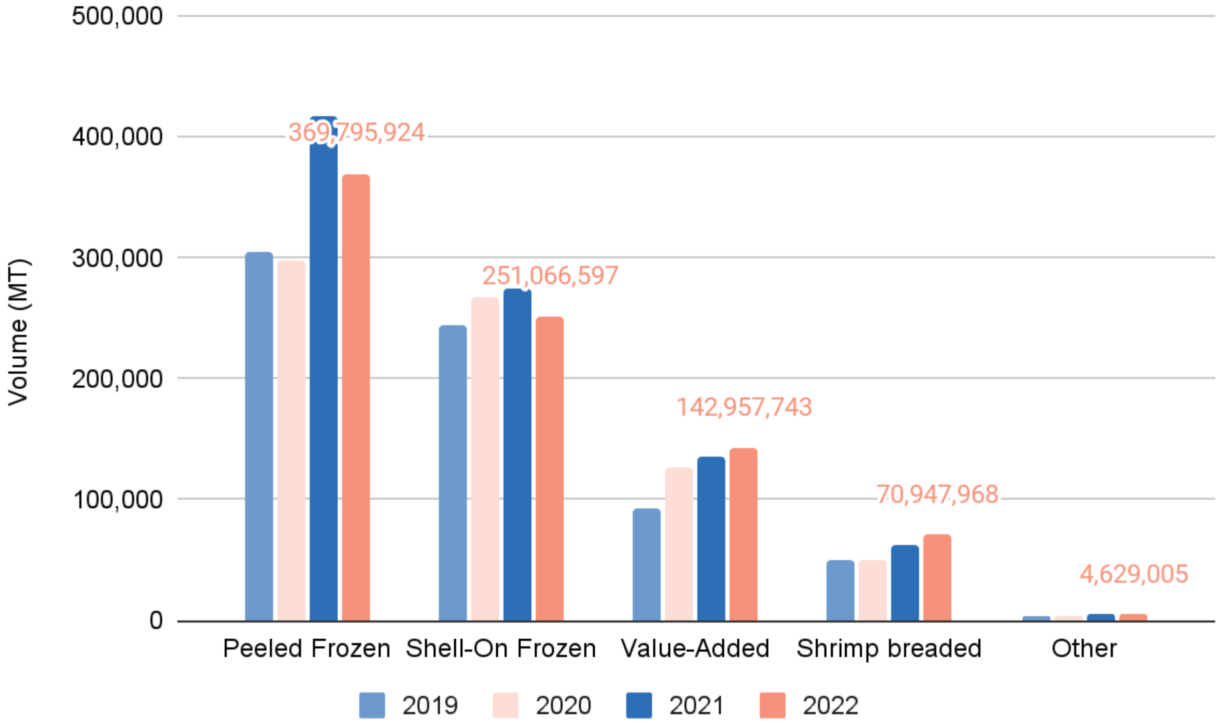
Prices of value-added and peeled products (mostly retail ?) declined at an equal phase especially dropping deep in December..

India’s supplies to the US dropped by 11% while Ecuador increased its exports by 9%.



Besides India, all other suppliers also have seen their exports to the US drop in 2022.

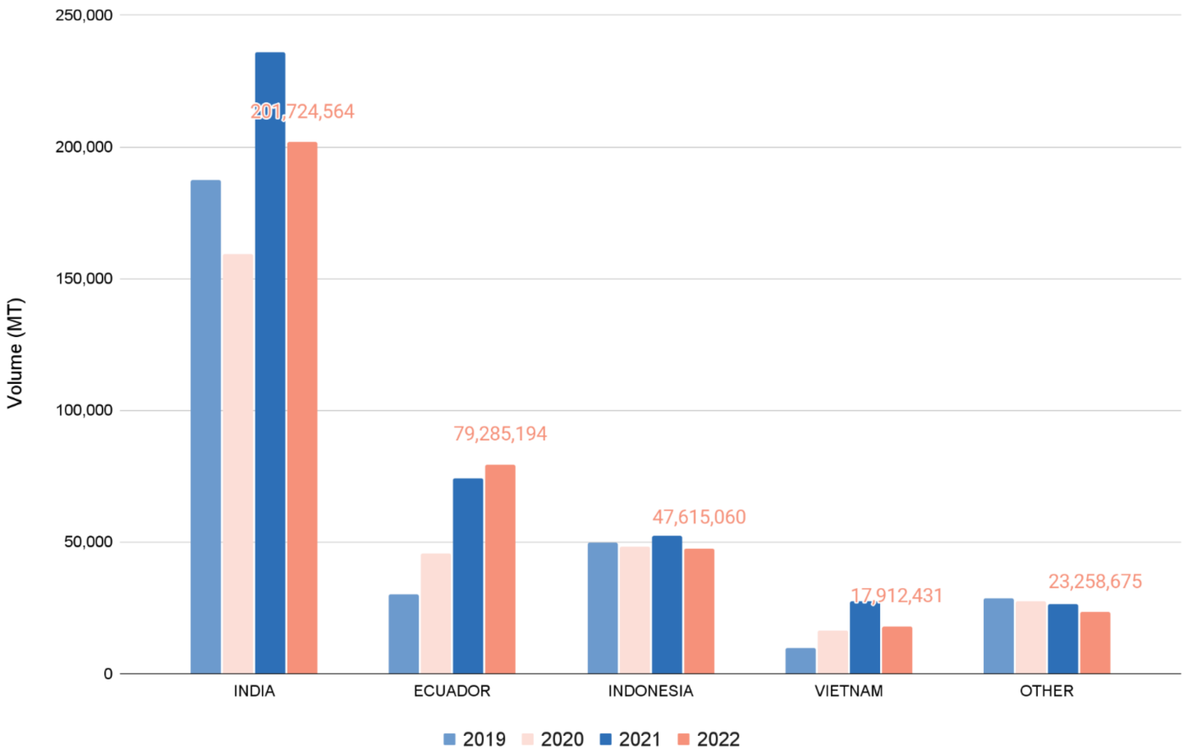
Peeled and HLSO shrimp took the hardest hit, while value-added products performed better



If comparing the year totals of 2021 and 2022 peeled and HLSO were respectively 12% and 9% down.

Over the same period value-added (mainly cooked) and breaded shrimp were ahead 6% and 14%.

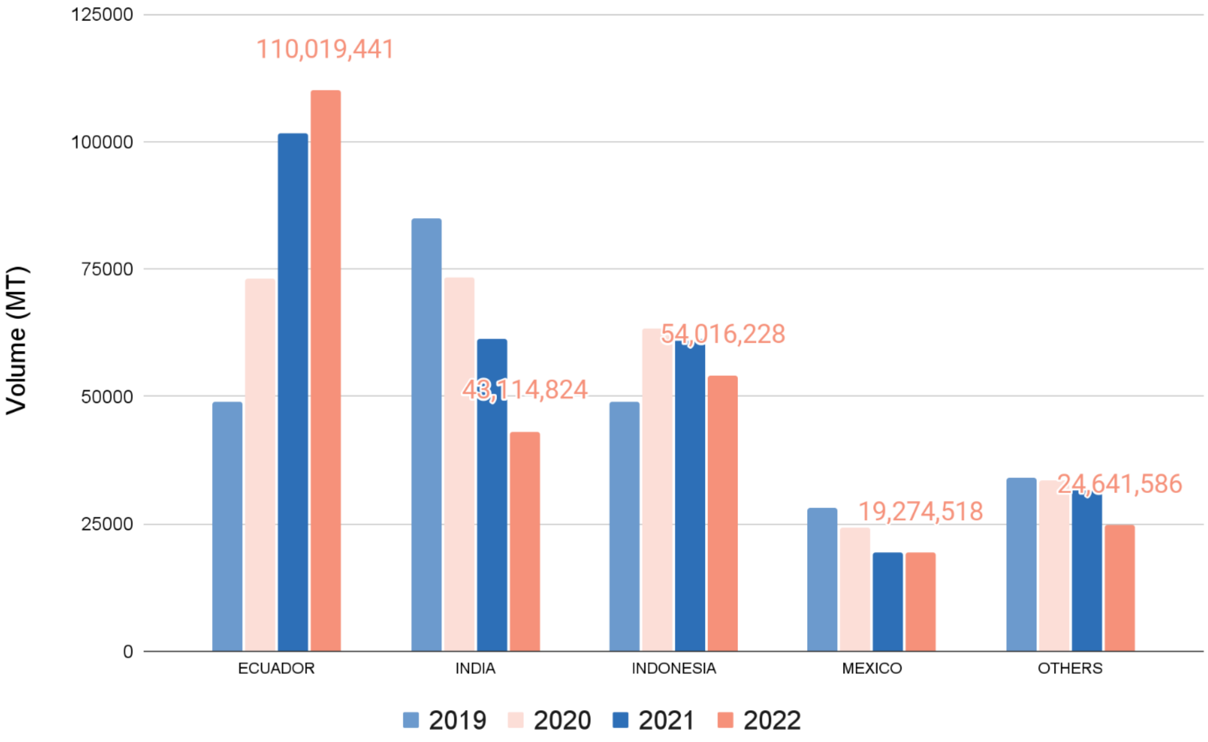
India is still by far the largest supplier of peeled shrimp. But supplies dropped.



Comparing the year-total of 2021 and 2022, India was 15% below while Ecuador was 7% above the year before..

Vietnam did worse than India, In November being behind 35% compared to the year before while Indonesia was also 9% behind 2021.

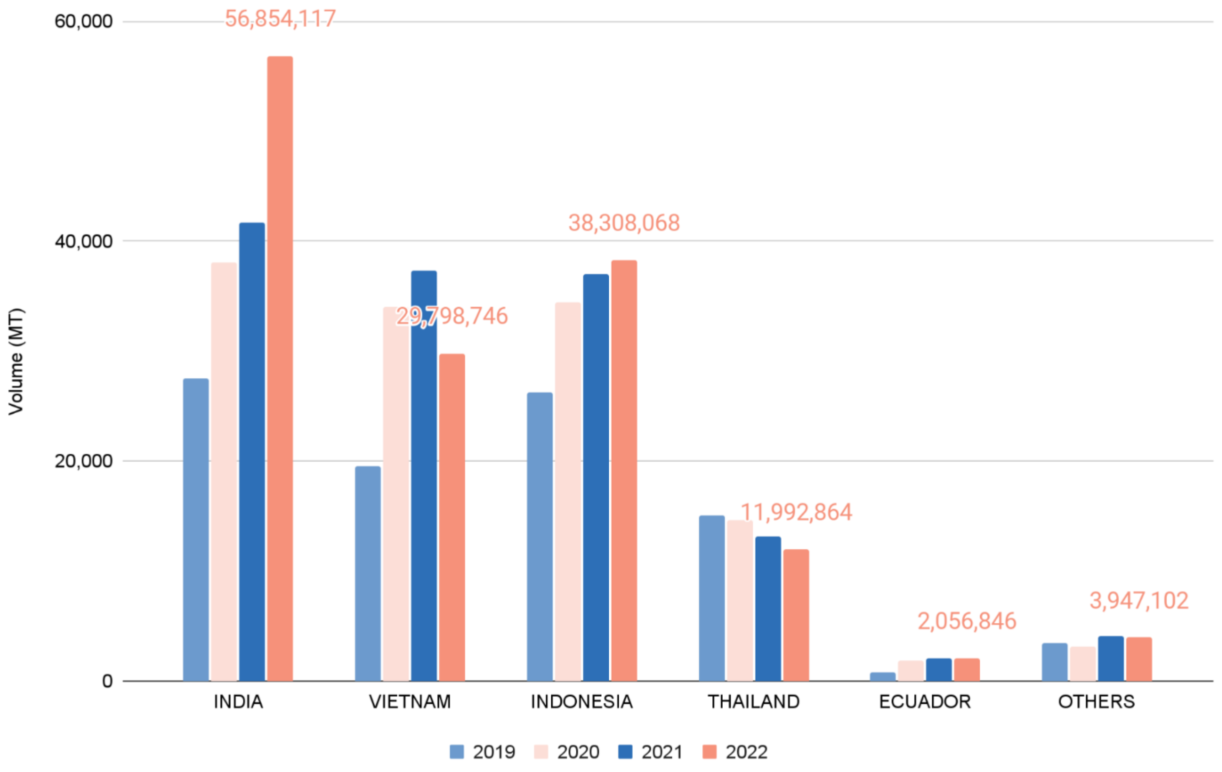
Ecuador consolidates its lead position in Shell-on while most Asian suppliers lose market share.



If comparing year-totals of 2021 and 2022, Ecuador was ahead 9% while India was behind 29%.

In the meanwhile, Thailand was behind 8%, Indonesia 12% and Vietnam even 38%.

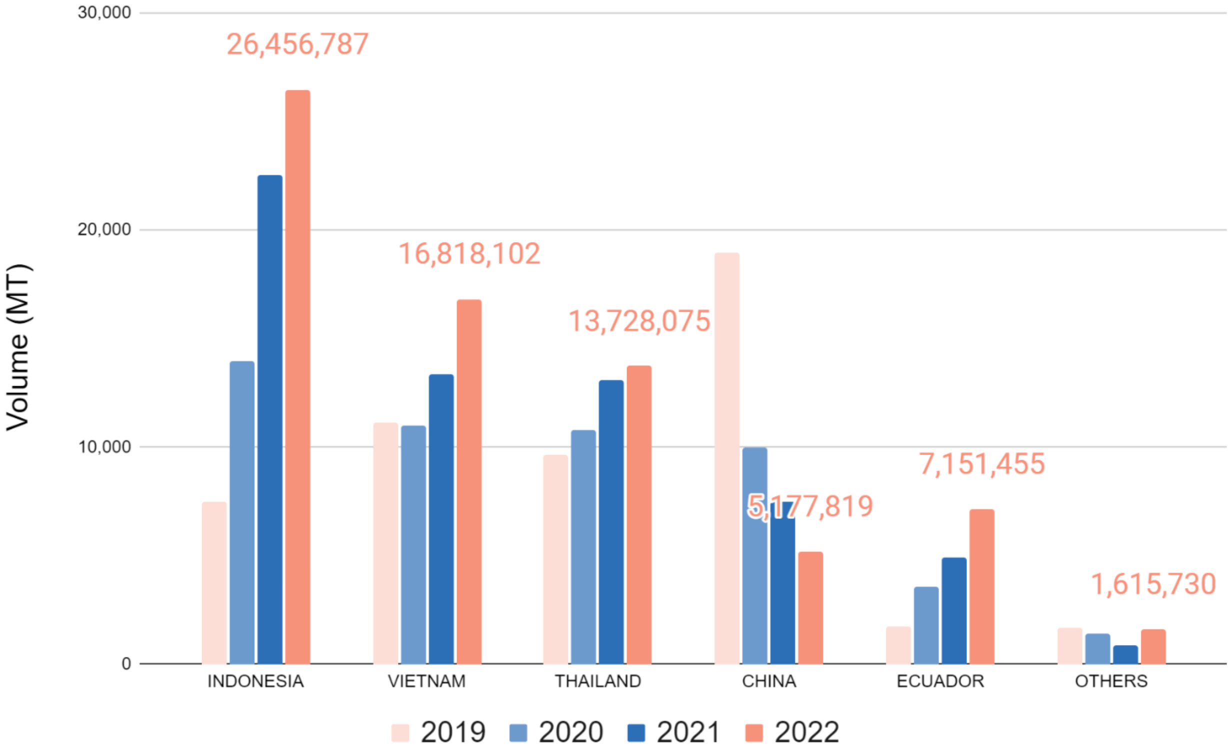
Impressively, India managed to shift gears in terms of exports of value-added (not breaded) products.



India's 2022 year-total exports of value-added products (not breaded) to the US was ahead 36% of year-total 2021.

Only Indonesia was also slightly ahead of 2021. All other suppliers of this segment were behind 2021. Also here, India's expansion came at the cost of Vietnam which saw exports drop by 20%.

In breaded shrimp India doesn’t play a role. Mainly Indonesia and Vietnam benefit from China’s drop.



India’s exports of breaded shrimp have quadrupled from 100 to almost 500 MT and could be another opportunity for growth despite the limited size of the segment.

But India needs to be fast, as also Ecuador seems to target growth in this segment in 2022 reaching fourth position.

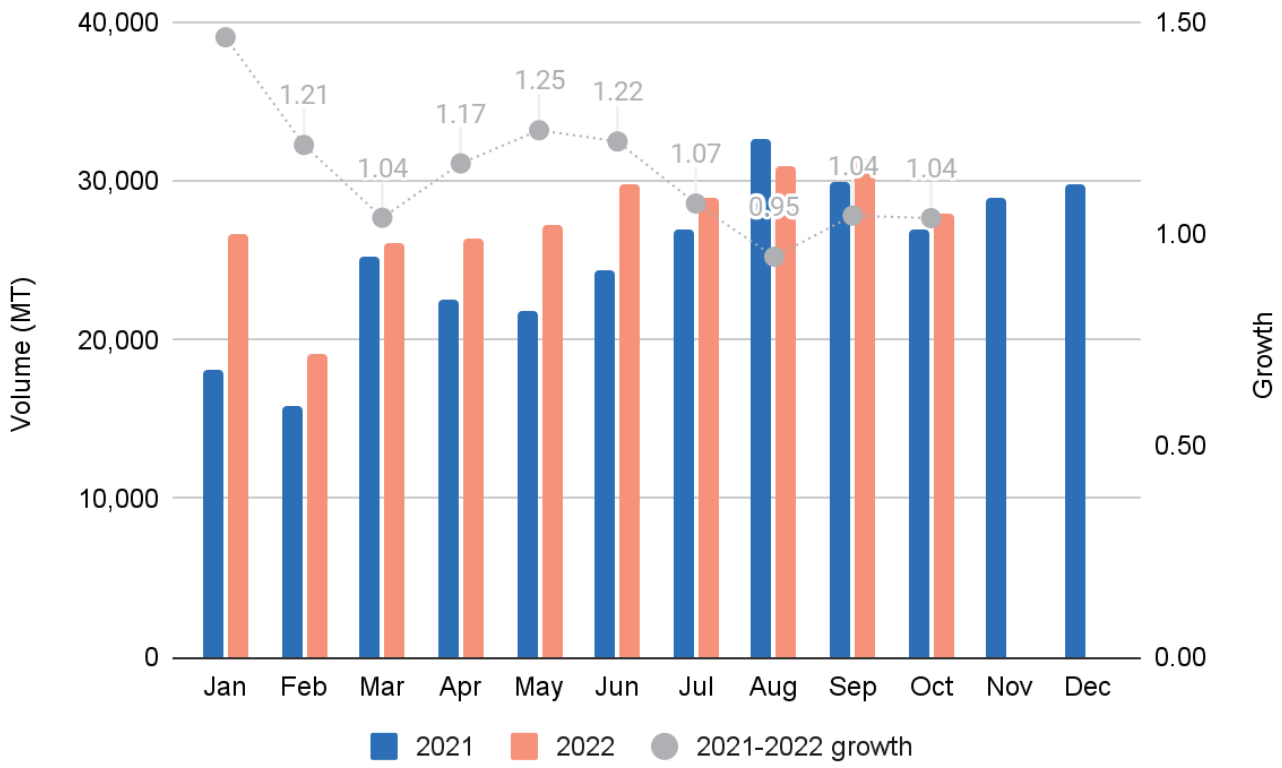
Indonesia’s growth is most significant, last year accounting for 37% of total breaded shrimp imports.

Summary

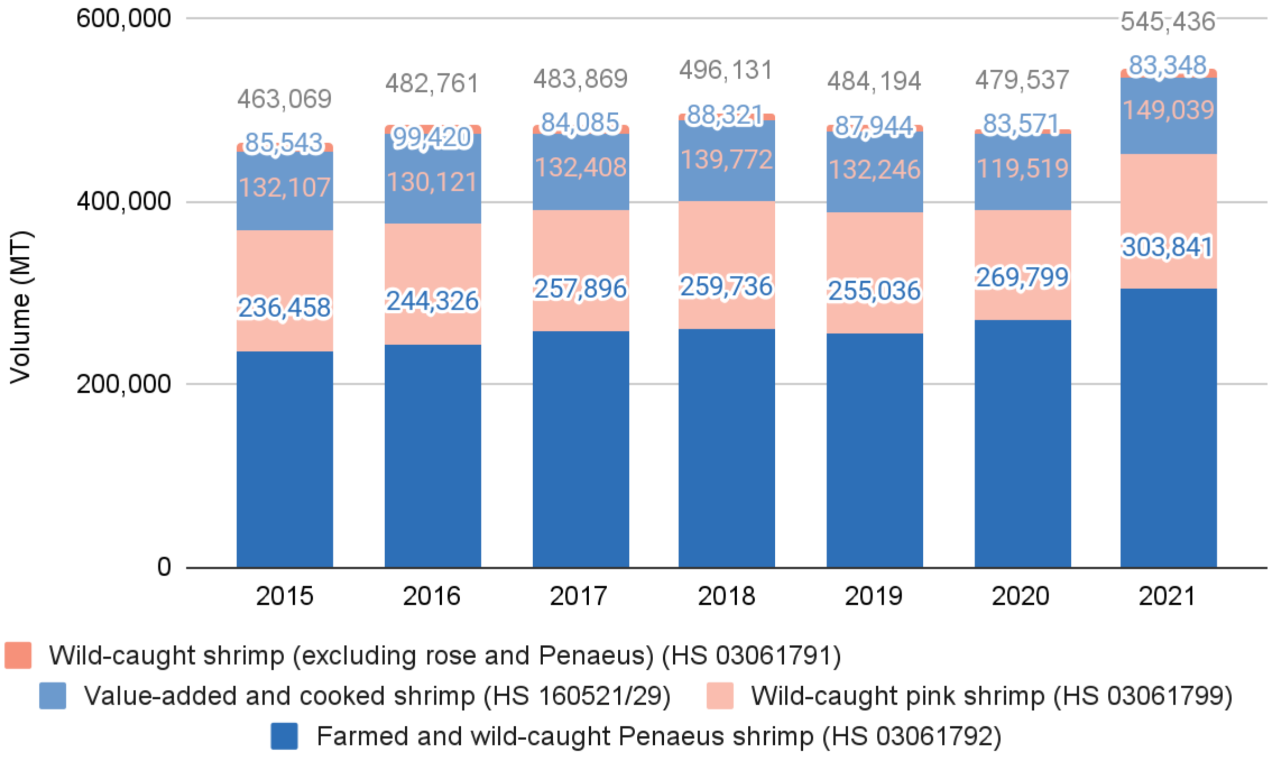
		2019	2020	2021	2022 (Jan-Nov)
Peeled Frozen	INDIA	187,239,864	159,338,092	235,943,899	201,724,564
	ECUADOR	30,156,012	45,785,252	74,131,744	79,285,194
	INDONESIA	49,860,087	48,181,742	52,408,267	47,615,060
	VIETNAM	9,834,675	16,377,688	27,586,861	17,912,431
Shell-On Frozen	ECUADOR	48,865,072	73,187,859	101,490,288	110,019,441
	INDONESIA	48,849,148	63,272,585	61,296,529	54,016,228
	INDIA	84,943,184	73,266,203	61,129,805	43,114,824
	VIETNAM	1,929,563	4,753,458	9,811,374	6,062,237
Value-Added (cooked)	INDIA	27,482,580	38,099,093	41,753,530	56,854,117
	INDONESIA	26,249,363	34,479,939	36,988,388	38,308,068
	VIETNAM	19,529,087	34,011,503	37,322,740	29,798,746
	ECUADOR	817,064	1,832,251	2,024,275	2,056,846

EU 27
(Eurostat)

Growth of Penaeus imports that started in 2021 continued especially during the first half of 2022



Penaeus imports have shown steady growth from 2015-2020 and made another jump in 2021

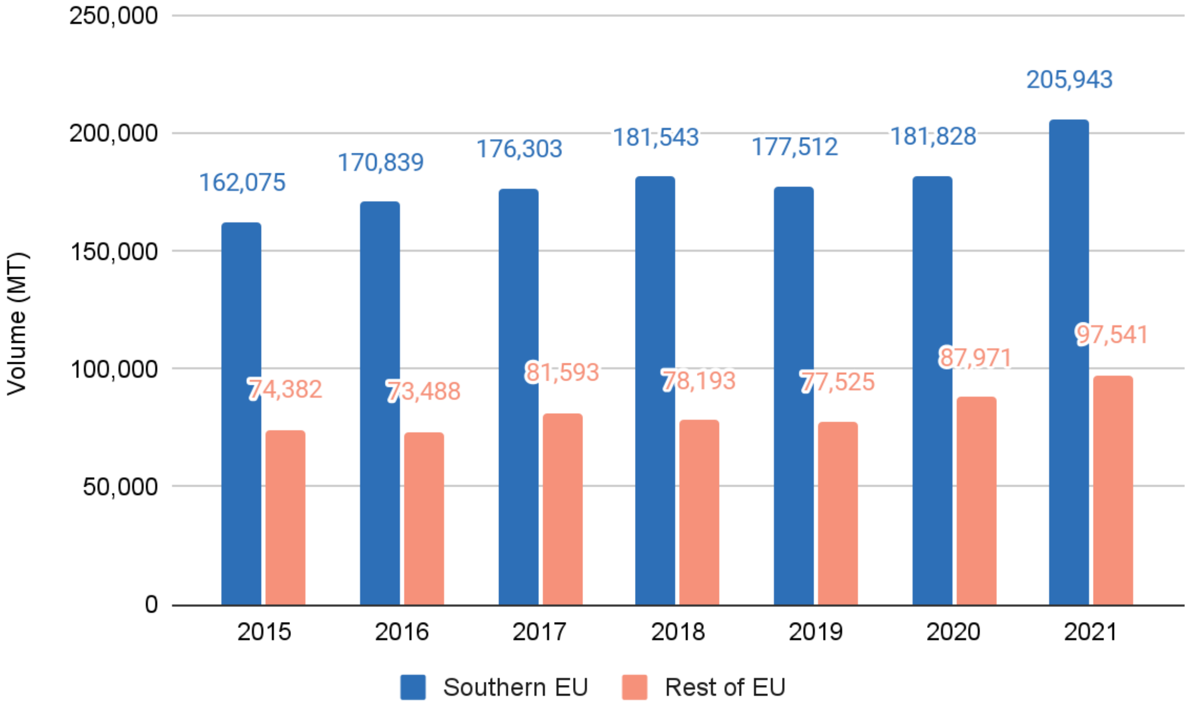


Growth of shrimp exports to EU is mainly driven by raw frozen vannamei.

Exports of value-added products to the EU did not grow. Vannamei represents 30-40k MT of total value-added products.

Vietnam accounts for around 75% of total value-added vannamei exports to EU.

Southern EU countries are by far the largest buyers of Penaeus shrimp

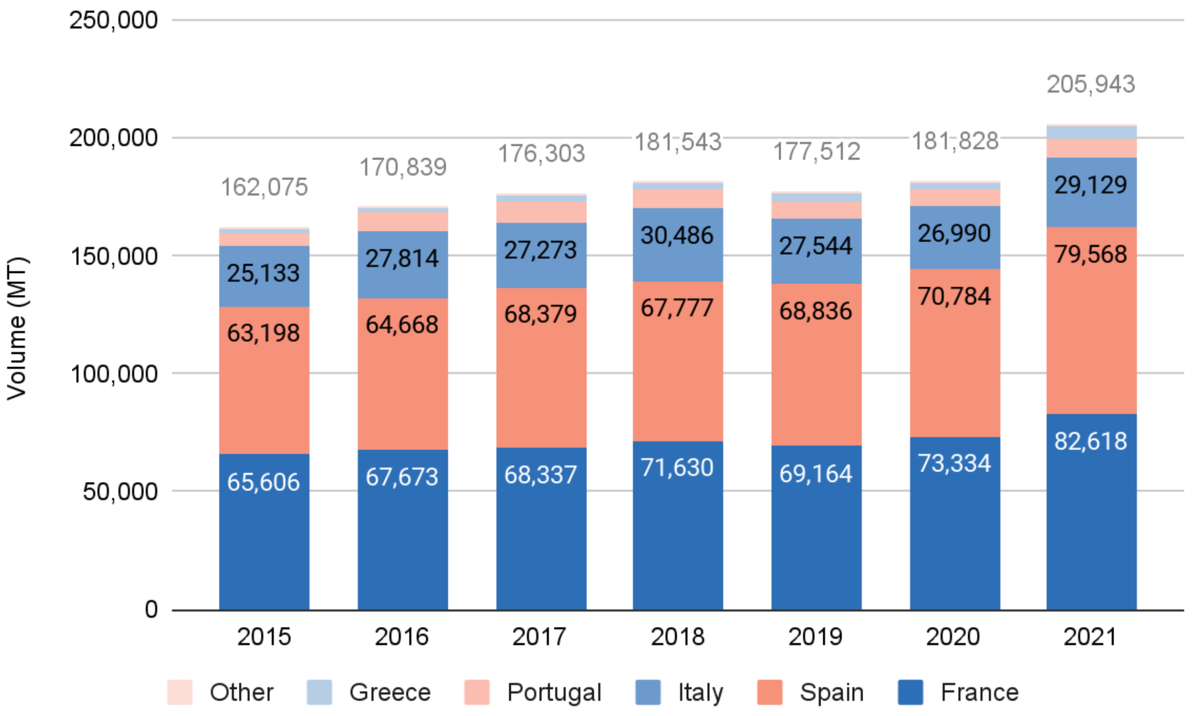


While Southern EU remains by far the largest market in EU, the rest of EU grows slightly faster.

Add to the rest of EU around 30,000 MT of cooked and value-added product and rest of EU is 130,000 MT.

While Southern EU is the largest in terms of final product. In LWE rest of EU is not far behind.

The largest Southern EU buyers are Spain and France, growing at an equal phase

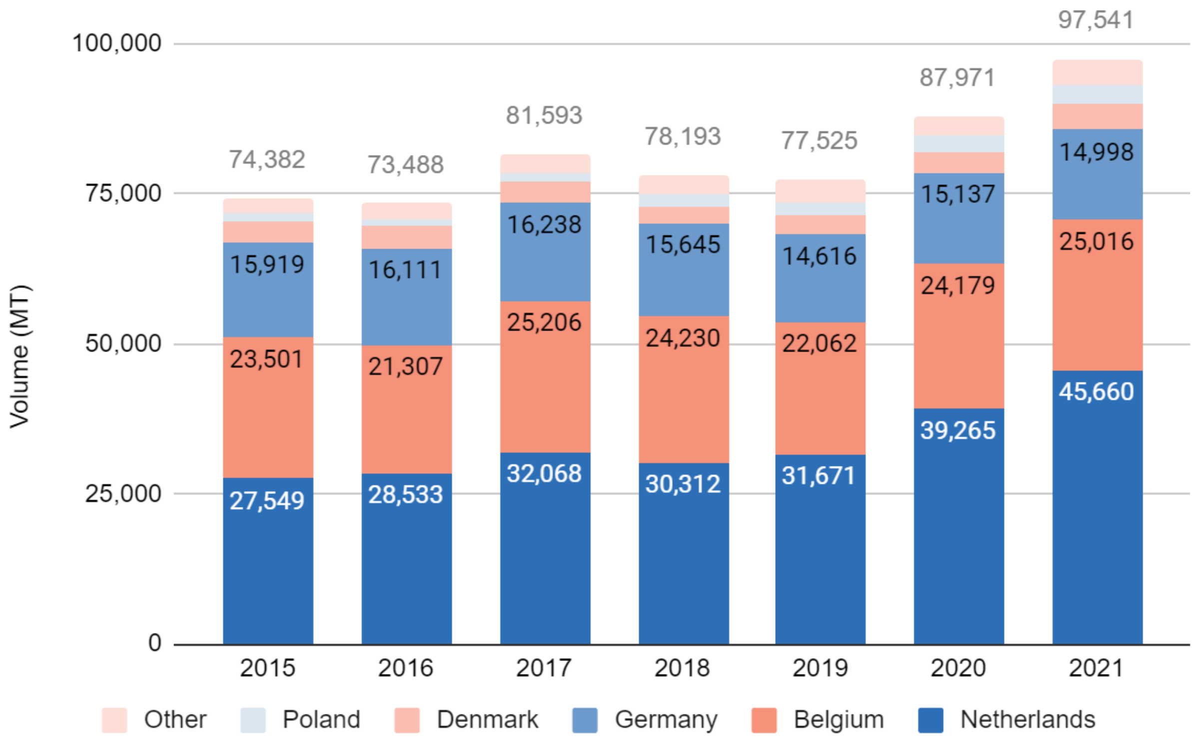


The Spanish market is most likely 90% HOSO and almost 100% vannamei.

The French market is around 80% HOSO and monodon shrimp has a large niche in this market as well. The French market is therefore more interesting for Asian suppliers.

The Portuguese market is even more diverse than the French market and offers opportunities to Asian suppliers as well.

Main importing countries in the rest of EU are Netherlands, Belgium and Germany



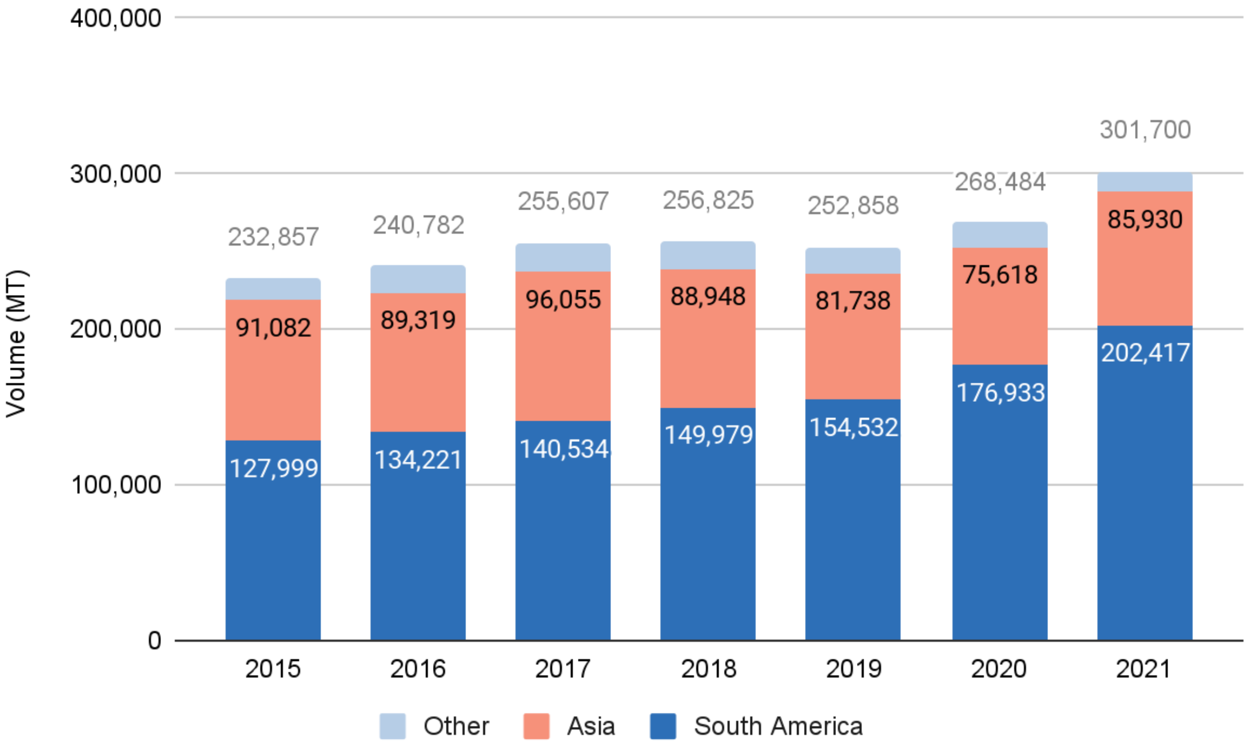
The rest of Europe is primarily a peeled market.

The Netherlands and Belgium are by far the largest importers with growth in the Netherlands.

A lot of product is re-exported from the Netherlands, it’s not a huge market itself.

Besides the largest markets interesting growth markets in Eastern Europe, such as Romania and Poland.

Despite a small recovery in 2021, Asia is losing EU market share to South America

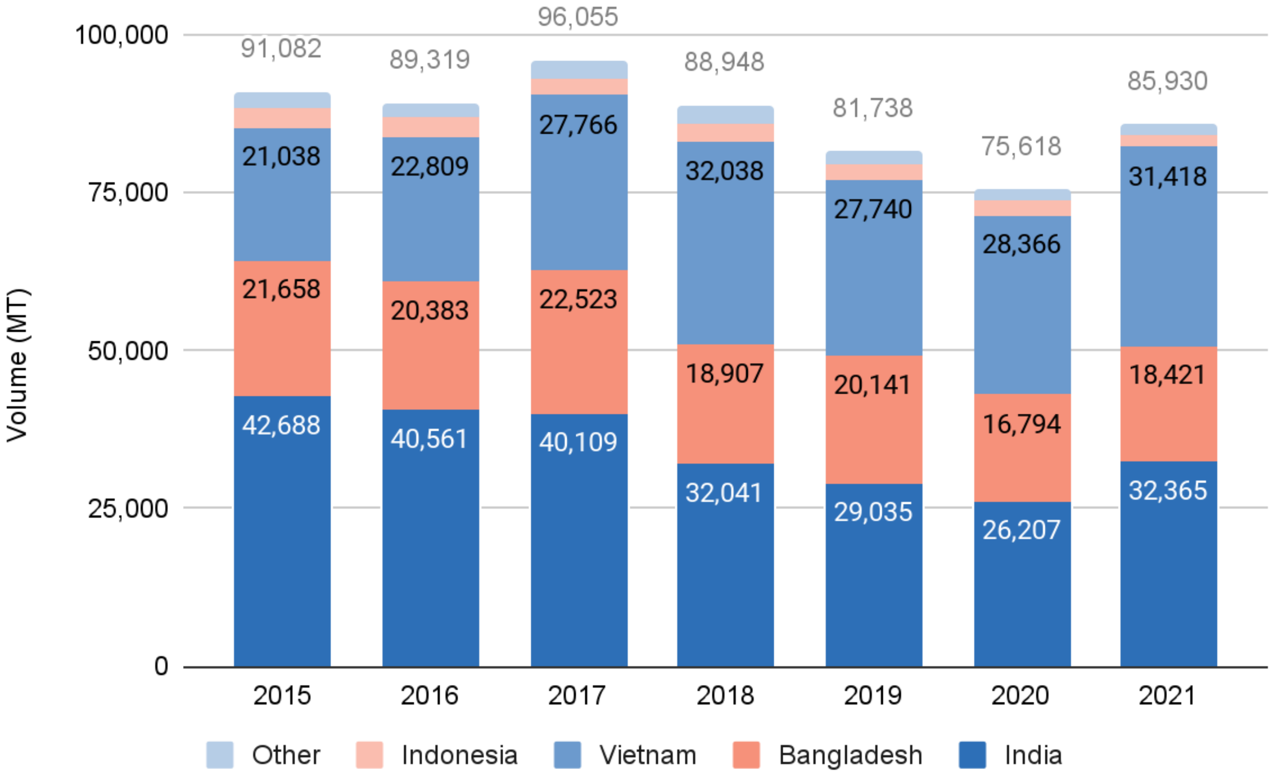


After a couple of years of decline of Asian supplies, 2021 may have been a turning point.

Asia mainly supplies Northern Europe with raw headless and peeled products.

South America primarily supplies Southern Europe primarily with HOSO products.

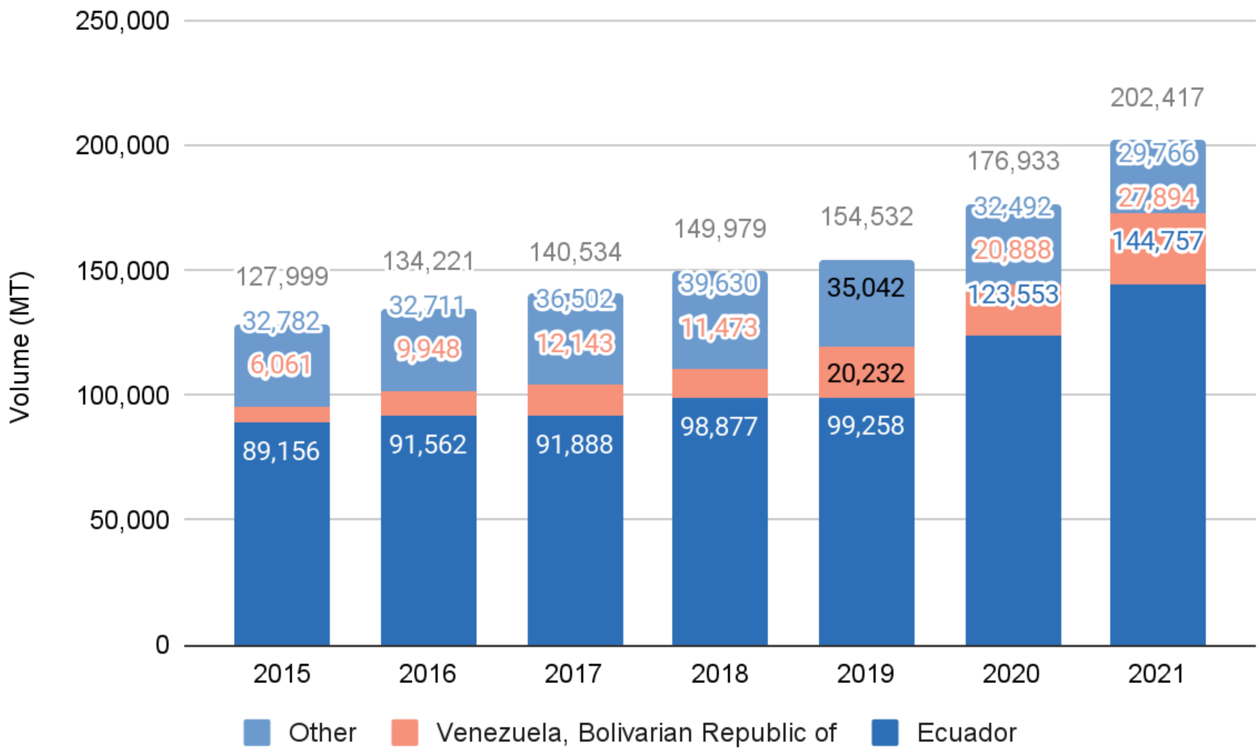
India and Bangladesh have seen their supplies decline while Vietnam has a slightly more positive trend



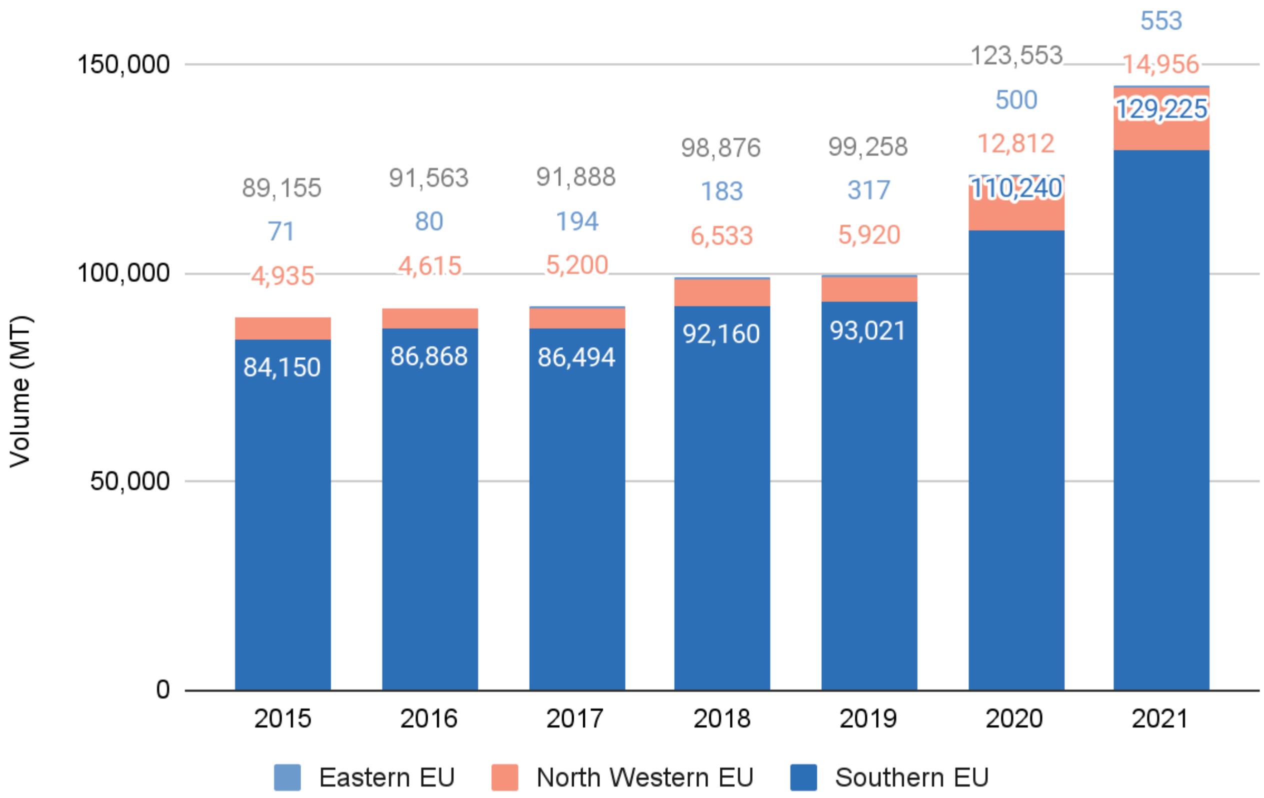
Bangladesh exports primarily P. monodon while the other countries all export primarily *L. vannamei* to the EU.

Vietnam, if combining raw frozen and value-added products, is by far NE largest supplier.

South America's market expansion driven by Ecuador and Venezuela



Southern EU still by far Ecuador's largest market, but expansion peeled Northern Eurppe underway



Ecuador's slowly expanding into the mainstream NE peeled retail market.

This is also the case for Venezuela which is considered to be a cheaper supplier than Ecuador.

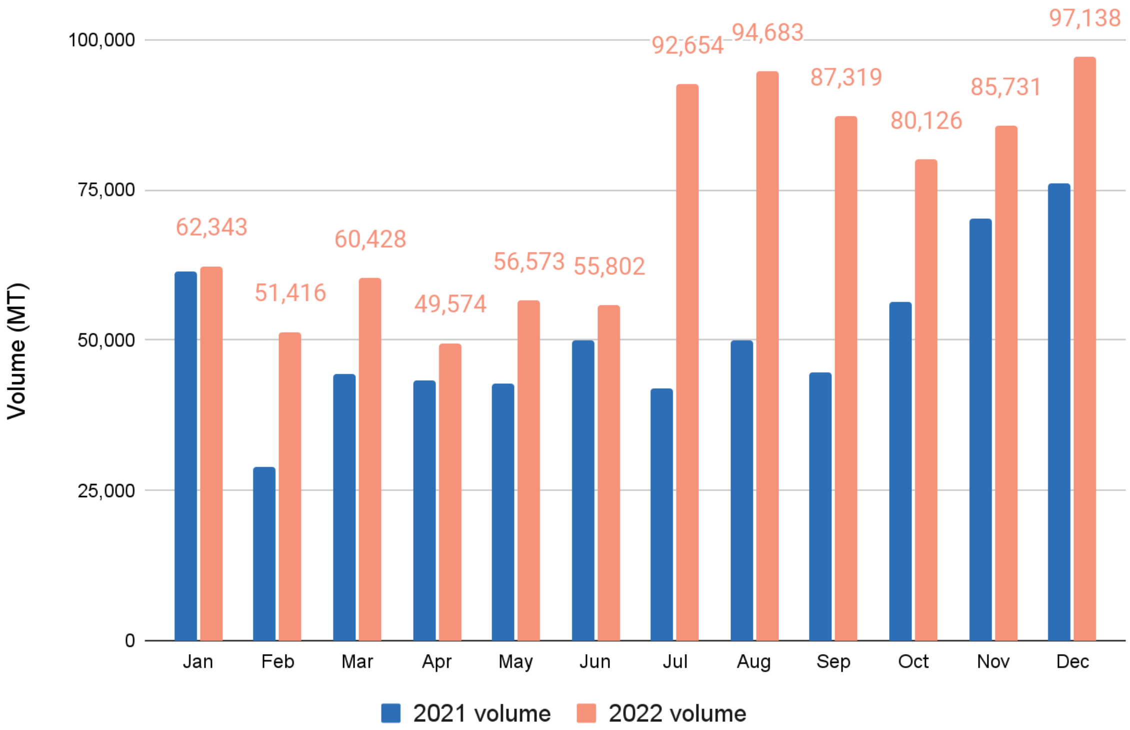
Penetration mainly driven by suppliers into refreshed segment (i.e. Klaas Puul and Heiploeg).

Penetration of frozen retail segment a matter of time.

CHINA

(China Customs)

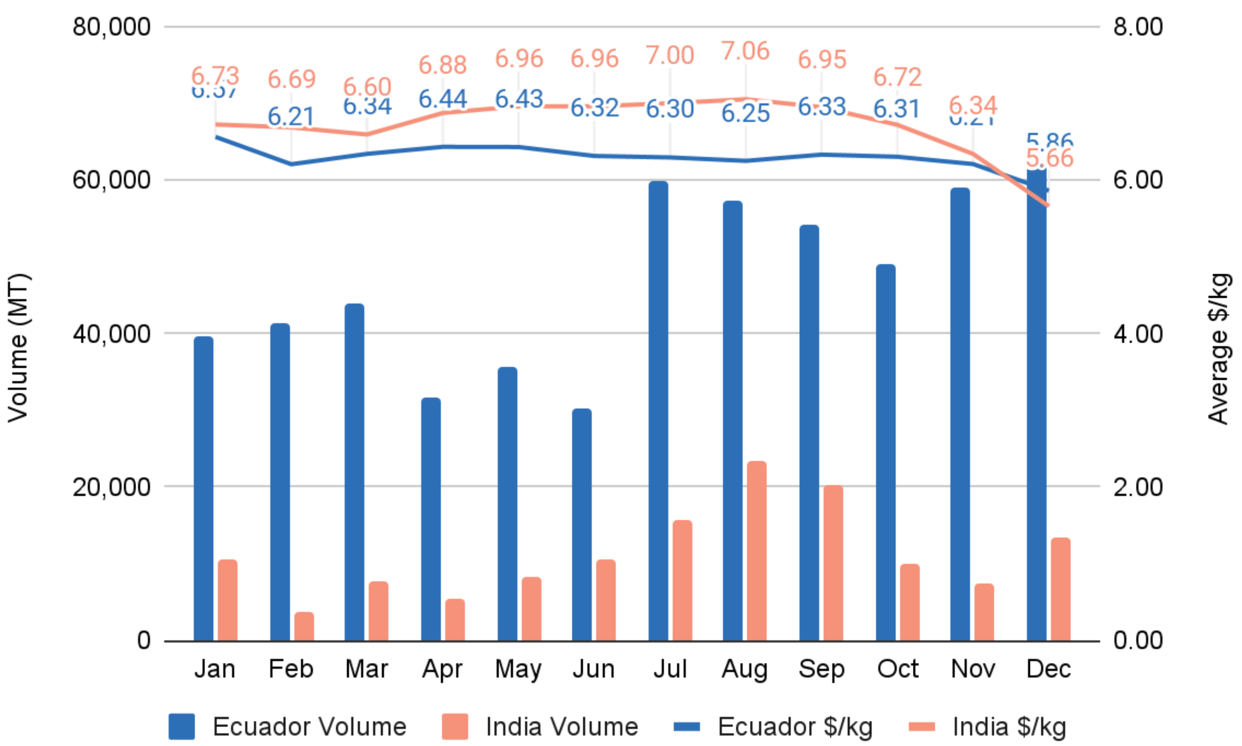
Chinese imports increased in Q3/Q4, bringing the year total to 873,000 MT and a Q3 all time record



China's year-total imports in 2022 reached 873,000 MT, up 43% from 2021. Growth was realized primarily in Q3 and Q4.

The Ecuador packers were happy to have China back as it allowed them to continue pushing their volumes into the market.

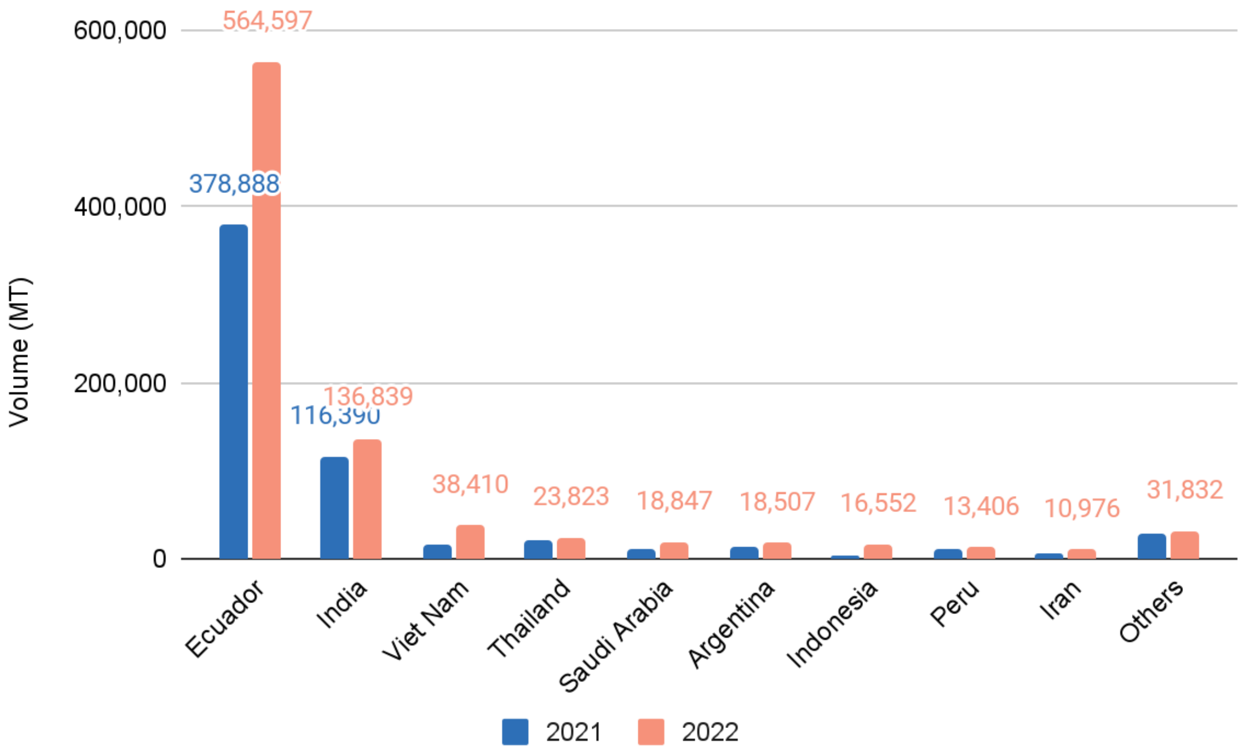
Although prices dropped towards end of the year across the board, earlier trends varied.



Indian average prices increased steadily until August but just like supply volumes steeply dropped from September onwards.

Ecuador average prices already declined from April onwards but dropped more steeply from October onwards when volumes increased.

Looking at the year total, Ecuador increased its exports to China by 48%.



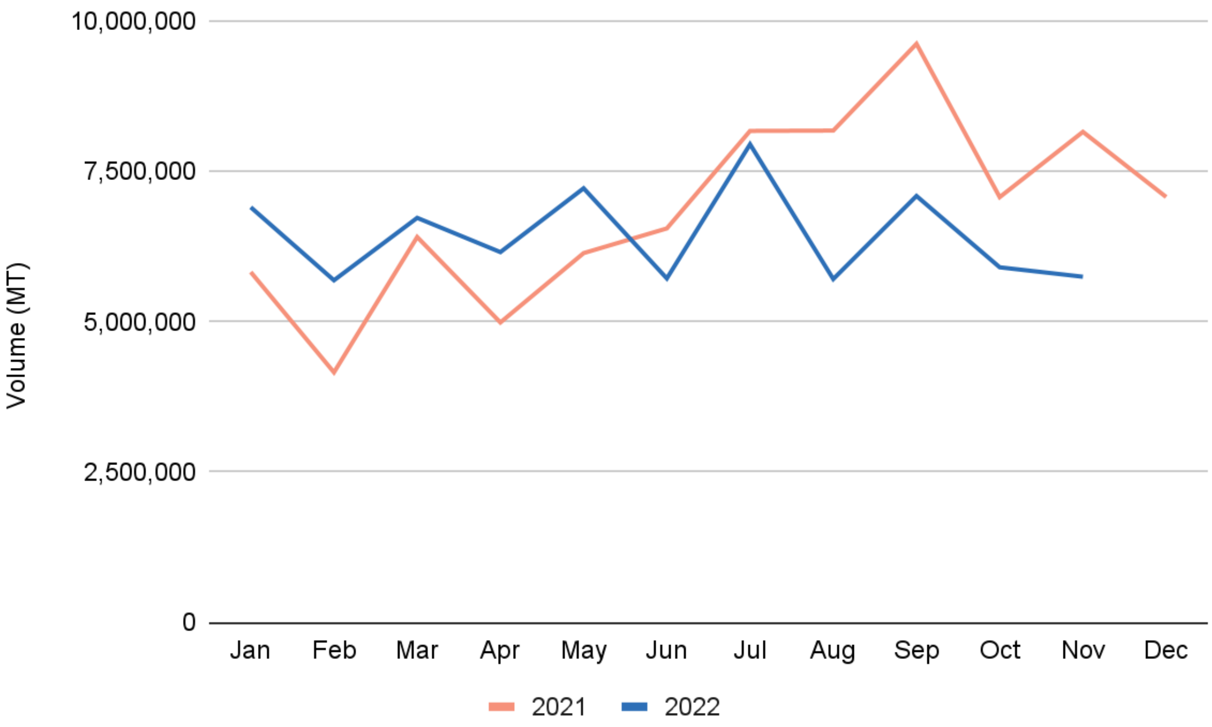
Looking at the year total, Ecuador managed to pick up volumes once Covid-19 measures were relaxed. An important question is what will happen to Ecuador's other exports now Chinese buyers are back.

Indian and Vietnamese exporters seem to have compensated their drop in exports to the US to some extent with increased exports to China. But to what extent this volume will grow further is uncertain.

OTHER MARKETS

(Trademap)

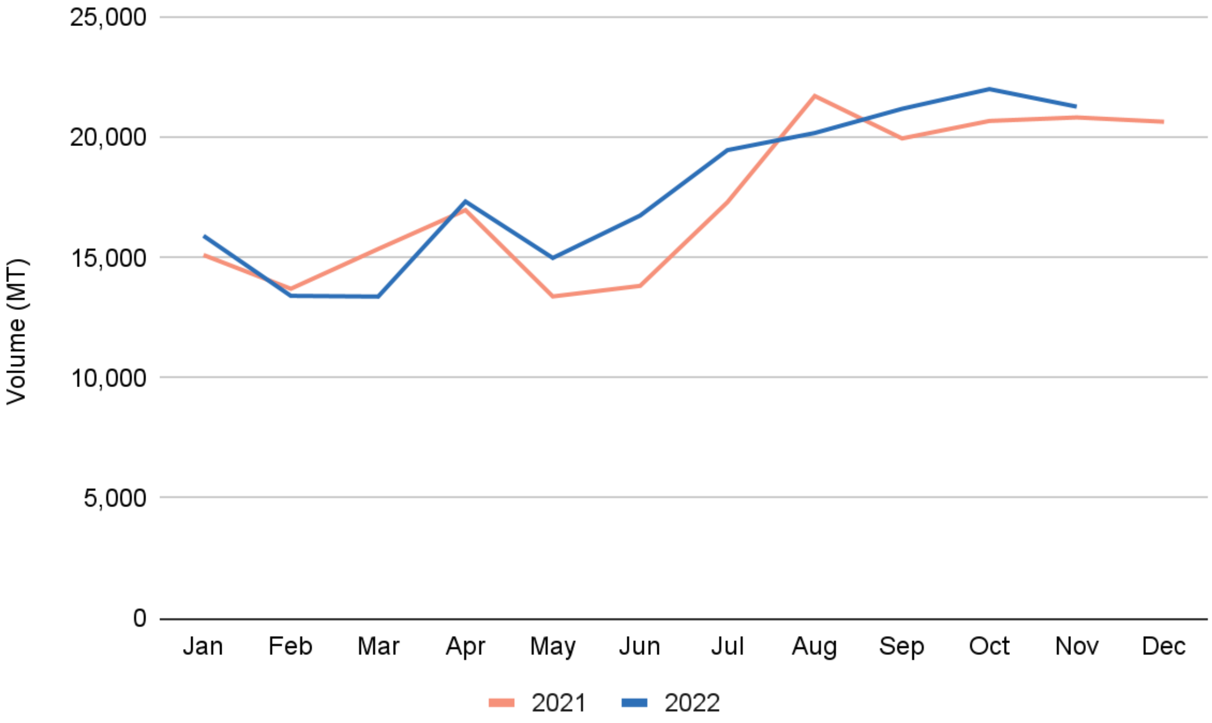
UK



2021 November year total = 75,298 MT

2022 November year total = 70,843 MT

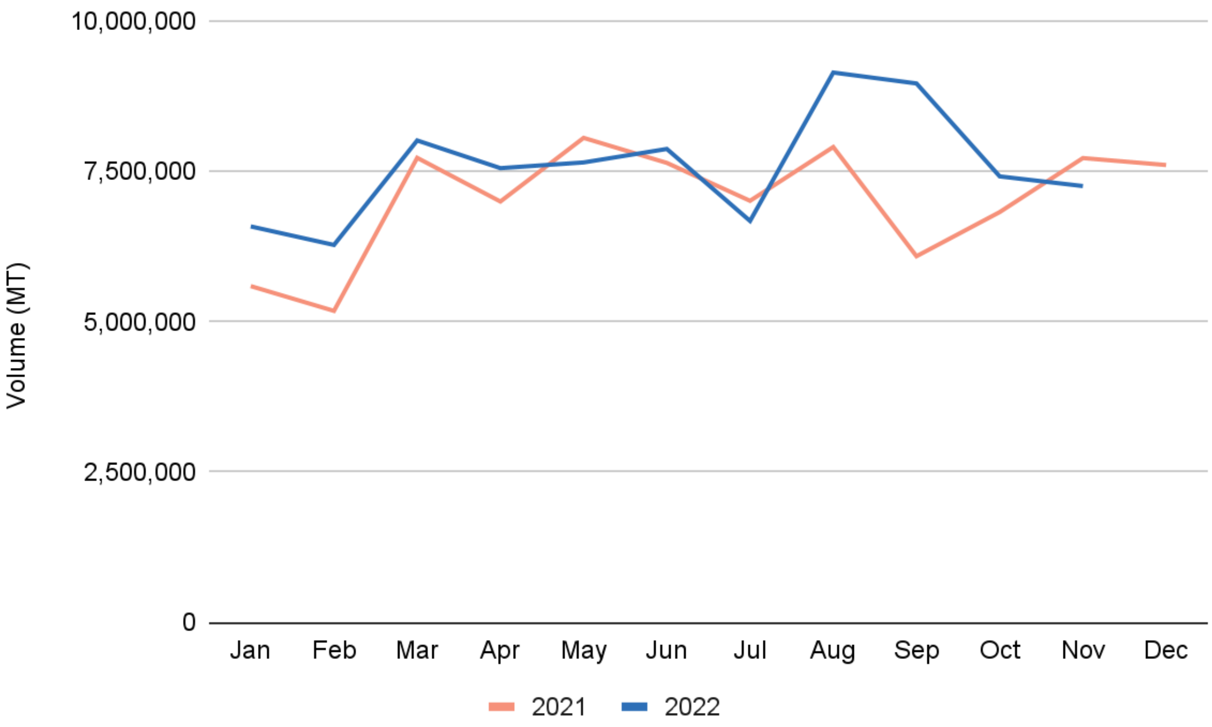
Japan



2021 November year total = 188,891MT

2022 November year total = 195,930 MT

South Korea



2021 November year total = 76,769 MT

2022 November year total = 83,432 MT

PROSPECTS

How will the future look like?

- Opinions about Ecuador's continued growth differ.
- Based on my recent visit I don't believe Ecuador's production will drop.
- All companies that I visited are in growth mode. Including investments in farming and processing.
- But what priority will Ecuador's exporters give to other markets when China is back at full strength?
- India is showing positive signs of diversification that prevent too much direct competition.

Strategies Moving Forward

- Product Diversification - Value-Added production capacity and exports & Monodon as alternative species.
- Market Diversification - More focus on EU market and domestic market development.
- Country Branding - India’s industry needs to come together and follow Ecuador’s example.

See you in Utrecht?
5-7 September
Global Shrimp Forum

THANK YOU!

WILLEM VAN DER PIJL

+31 6 10 64 21 77
willem@shrimpinsights.com
www.shrimpinsights.com